

Subject: Features of Dropbox Business
From: "Trett Nelson" <tnelson@dropbox.com>
Date: 12/14/2016 01:40 PM
To: hpang@downtownla.com

Hi Herman,

It was a pleasure talking with you!

As mentioned, here are some resources to help with your evaluation:

- Watch our [10-minute demo](#) of Dropbox Business
- Why [over 100,000 companies](#) use Dropbox Business
- See how Dropbox Business keeps your [team's information](#) secure
- Read how [Company-Managed Groups](#) can help your organization on a sub-level
- See how to create those [groups](#) and centralize [Team Folders](#) to particular individuals
- See how [National Geographic](#) uses Dropbox to inspire and help people explore the world
- Check out some of the 300,000+ [third-party integrations](#) available for Dropbox
- Learn how Dropbox replaces servers with deletion and version [history](#)
- See how Dropbox Business can [increase your ROI](#) over a server
- A couple [reasons to upgrade](#) to a business account
- How Dropbox Business [compares to personal](#) plans
- User [guide](#) of all business features

Since you're thinking about a business account, I recommend getting started on a 30-day free trial of the full business product to see how it will work with your team. :)

[Click here to get started!](#)

Are there any other questions I can answer for you?

Best,
Trett

Chat Transcript:

Hello, can I help answer any questions about Dropbox Business?

Visitor: Hi Trett looking at sharing one of our network shar drives with an outside contractor and was looking at your

Features of Dropbox Business

Business for Teams product.

Trett: I'm happy to chat about it! Before we get started, can I get your name and business email address in case we get disconnected?

Visitor: Herman Pang, hpang@downtownla.com

Trett: Thank you, Herman. To better understand your company, can you tell me how many total employees are at your organization?

Visitor: We have about 10 employees and started with this outside contractor that we need to provide access to one of our network shares.

Trett: Got it. Dropbox is actually meant to be used as a server replacement as it acts as a virtual server, but we have upgraded the product to make sharing more intuitive and admin controls more robust!

Trett: Have you had any experience using Dropbox in the past?

Visitor: Yes in the past.

Trett: Perfect! So in that case, Business works as an umbrella account. All users go under that umbrella with their own personal account, which they can access from any location they have an internet connection.

Trett: Plus all users are managed through a central admin console, so you can set regulations as well as control which files/folders they have access to.

Visitor: looking at installing onto our 2012 file server is it compatable?

Trett: We do not recommend installing Dropbox on a server and do not technically support it. The problem is that network file systems do not send messages when files change, which create problems for our product as we are an active syncing solution.

Trett: It's designed to replace the need for servers rather than act in association with a server.

Visitor: Hmm the network share is used by our accounting department and we are looking to share this drive with and outside consultant.

Visitor: and did not want to have to keep a desktop PC running.

Trett: Which that wouldn't be a problem, as you'd be able to migrate all information from the server to Dropbox. Where everything is stored on our servers, you don't need to have a computer running the whole time.

Trett: You have the ability to access information from our website, or you can choose to have particular folders local to each individual's computer.

Trett: Plus with our Company-Managed Groups, you can group particular users to certain teams and utilize our Team Folders to sync specifically to those groups.

Visitor: I'll have to look into this further as some of the file on our server are tied to our accounting software.

Trett: Understand. What I can do on my end is send over resources that would go over the differences, as well as the ability to reach out to me with further questions in the future.

Trett: One thing I would suggest is if you'd like to see if it's a solution that could work in accordance with it, or would like to test it out side-by-side to see what the better solution would be, we offer a 30-day free trial of Dropbox Business.

Trett: This would give you the means to on-board everyone for free during the trial period and allow everyone to get some hands on experience with our Business product before making any commitments. www.dropbox.com/business/try

Visitor: Ok Thanks.

Trett: Absolutely! When are you looking to have a solution in place for your organization?

Visitor: hopefully this week

Trett: Great!

Trett: And are you familiar with our pricing options already?

Visitor: Looking at it now

Trett: Great. I'll send that information out shortly. Thank you for taking the time to talk about Dropbox Business today, Herman. Have a great day!

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Trett Nelson

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Start your 30-day free trial now!

Try it free

or [purchase now](#)